B-9:

Local Sales Manager

Date of Hire:

06/14/2010

Referral Source of Hiree:

Word of Mouth

of Interviewees for position and Referral sources of interviewees

3

Word of Mouth Employee Referral Employee Referral



EEO Check List

Position:	LOCAL SAISS Manage	_
,	•	

Open date <u>5/28/2010</u> Close date_____

Responsibility	Description	Date	Initials
Kimberly Taylor	Received notice of opening	5.28.10	KT
Kimberly Taylor	Prepare open file	5:28:10	KT
Department Head	Complete ad placement form	in the second	R
Freddie Milton	Mail referral letters & email station Webmaster & Corp. Webmaster to post on-line		27
Freddie Milton	Post opening on internally (Bulletin Boards)	V	RX
Brent Booth	Post on station web site	レ	Kr
Maggie Staneki	Post on Corporate Web Site	V	K7_
Freddie Milton	Return completed ad placement form with copy of all ads placed attached to EEO Coordinator	~	H
			5
Interviewer	Ensure all candidates interviewed complete application & candidate profile form	0	Kt
Interviewer	Select candidate / review w/GM	V	Kt
Interviewer	Complete applicant recruiting summary	فسن	Kr.
Interviewer	Notify candidate		KY
Interviewer	Review File w/Department Head	W.	KJ
Interviewer	Return closed EEO file which includes all resumes and applications to Kathleen	V	XT
	The property of the contract o		, F. V.
Karen Wills	Review file	/	MIS
Kimberly Taylor	Close file		KI
Freddie	Add info to current Public File Report		
Freddie Milton	Remove job description posting from bulletin board & return to Kim to place in EEO file		



LOCAL SALES MANAGER

ABC 24/ CW 30 Memphis is currently seeking an innovative Local Sales Manager with the overall goal of maximizing sales revenue. Must be able to develop sales strategies and conceptualize unique opportunities in the market. This person will oversee local sales to include hiring, training, development and performance evaluation. Experience in broadcast sales management required. Experience with VCI, One Domain, and Matrix a plus. Send resume to:

Newport Television Attn: Laura Lovejoy, Director of Sales 2701 Union Ave. Ext Memphis, TN. 38112

Email: <u>llovejoy@abc24,com</u>.

Please no phone calls

Equal Opportunity Employer

A NEWPORT TELEVISION STATION

OPEN:	5/28/2010	CLOSED:



Ad Placement CHECKLIST

Vacant Position: LSM, Date Position Opened: 5/28/10

Please check next to the organization(s) that you would like to place your ad. Please attach a copy of your ad.

Organization		Check Source to use	Completed
EEO LETTERS (see list on back for list of org.)		V	
My Eyewitness News Website	N/C	V	V
NPTV Website	N/C	1	V
602 COMMUNICATIONS (Sandy Lizik [slizik602@gmail.com])*	N/C		
TVJobs	N/C	V	/
Tennessee Broadcast Association (TAB)	N/C		
Broadcast Engineering Magazine** (Dahlstrom, Julie [Julie.Dahlstrom@penton.com])*	\$567/30		
CareerBuilder	\$419/30		
MediaRecruiter.com	\$199/30		
Memphis Jobs	\$299/30		
Monster.com	\$325/30		
National Association of Black Journalists (NABJ)	\$150/30		
National Association of Broadcasters (NAB)			
National Association of Hispanic Journalists (NAHJ)	\$100/30		
Spots N Dots	\$297/30		
Yahoo Hot Jobs	\$349/30		
TVTechnology.com (Jessica Striano [jstriano@nbmedia.com])*			

^{*}Need to email

Manager Signatule
Business Manager Approval

Dat

^{**}Cost may vary depending on the length of the ad.



Mr. Curtis Rodgers Career Center Christian Brothers University 650 E. Parkway South Memphis, TN. 38104

Dear Mr. Rodgers:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Ms. Denita Hedgeman LeMoyne Owen College Career Services Office 807 Walker Ave. Memphis TN. 38126

Dear Ms. Hedgeman:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Karen Wells

Enclosure (1)

EOE



Mr. David Chamberlain Memphis Career Center 5368 Mendenhall Mall Memphis, TN. 38115-4505

Dear Mr. Chamberlain:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

EOE



Brenda Williams Southwest Tennessee Community College 5983 Macon Cove Farris Building Rm. 2160 Memphis, TN. 38134

Dear Ms. Williams:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Karen Wills

Enclosure (1)

EOE



Tonja Baymon Employment & Training Manager Memphis Urban League 413 N. Cleveland Memphis, TN. 38104

Dear Ms. Baymon:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Ms. Madeleine Taylor NAACP 588 Vance Ave. Memphis, TN. 38126

Dear Ms. Taylor:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Ms. Joyce Reed Tennessee Labor & Workforce Development 1295 Poplar Ave. Memphis, TN. 38104

Dear Ms. Reed:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Ms. Alisha Rose Henderson University of Memphis Director of Career & Development 400 Wilder Tower Memphis, TN. 38152

Dear Ms. Henderson:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karew Welle Karen Wills

Business Manager

Enclosure (1)

EOE



Mississippi State University Career Center P. O. Box P Mississippi State, MS. 39762 Attn: Scott Maynard

Dear Mr. Maynard:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



S. B. Kyle Operation PUSH 704 S Parkway E. Memphis, TN. 38106

Dear Mr. Kyle:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Sue Crawley Mid-South Women's Connection 2750 Darlington Cove Memphis, TN. 38118

Dear Ms. Crawley:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



SRVS 3592 Knight Arnold Memphis, TN. 38118 Attn: Donna Palmer – Director

Dear Ms. Palmer:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Bridges, USA 477 N. Fifth Street Memphis, TN. 38105 Attn: MaryAn Mercer Business Development

Dear Ms. Mercer:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Arkansas Department of Employment Security Career Services Office P. O. Box 1928 West Memphis, AR 72303 Attn: Yolanda Macklin

Dear Ms. Macklin:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

EOE



Kristie Johnson UCP/Memphis Works 4189 Leroy Memphis, TN. 38108

Dear Ms. Johnson:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Memphis City Schools Telecommunications Center 2485 Union Avenue Memphis, TN. 38112 Attn: Evelyn McGuire

Dear Ms. McGuire:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

EOE



Tennessee Association of Broadcasters 2 International Plz. Dr. Suite 507 Nashville, TN 37217-2087 Attn: Jill Green

Dear Ms. Green:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

EOE



Sheree Hudgins University of Memphis Department of Communication Arts 143 Theatre Comm. Building Memphis, TN. 38152-3150

Dear Ms. Hudgins:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Lane College Cedric Deadmon 545 Lane Avenue Jackson, TN. 38301

Dear Mr. Deadmon:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

EOE



Athens State College Career Services 300 North Beaty Street Athens, AL. 36511 Attn: Larry Keenum

Dear Mr. Keenum:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Dr. Ralph Braseth Student Media Center University of Mississippi 201 Bishop University, MS 38677

Dear Dr. Braseth:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Lisa Gooden Career Services University of Mississippi 303 Martindale Hall University, MS 38677

Dear Ms. Gooden:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

EOE



Rust College Wayne Fiddis Mass Communication Center 150 Rust Avenue Holly Springs, MS 38635

Dear Mr. Fiddis:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



University of Memphis Herff College of Engineering 201 Engineering Adm. Building Memphis, TN. 38152-3170

Attn: Shelia Moses

Dear Ms. Moses:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Business Manager

Enclosure (1)

EOE



Mississippi University for Women Towanda Williams Career Services 1100 College St. W 1624 Columbus, MS 39701

Dear Ms. Williams:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Northwest Community College 4975 Hwy. 51 N Senatobia, MS 38635 Attn: Kristin Watson

Dear Ms. Watson:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



American Sportscasters Association 225 Broadway New York, NY 10007 Attn: Pat Turturro

Dear Mr. Turturro:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



Jamie Palmer Career Services ITT Technical Institute 7260 Goodlett Farms Parkway Cordova, TN 38016

Dear Ms. Palmer:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

EOE



Remington College Memphis Campus 2710 Nonconnah Blvd. Memphis, TN 38132 Attn: Angela Poole Career Services Representative

Dear Ms. Poole:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

EOE



Rhodes College 2000 North Parkway Memphis, TN 38112-1690 Attn: Amy Oakes Asst. Director of Career Services

Dear Ms. Oakes:

The attached information describes the job openings for the following positions:

Local Sales Manager

No telephone calls please. The positions are available immediately and we hope to have them filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (2)

EOE



Felicia Lee Tennessee Technology 550 Alabama Memphis, TN. 38105

Dear Ms. Lee:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills Business Manager

Enclosure (1)

ÈOE



Bobbi Oliver Mississippi Dept. of Employment Security P. O. Box 186 Southaven, MS 38671

Dear Bobbi Oliver:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE



LOCAL SALES MANAGER

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Newport Television Attn: Laura Lovejoy, Director of Sales 2701 Union Ave. Ext Memphis, TN. 38112

Email: <u>llovejoy@abc24,com</u>.

Please no phone calls

Equal Opportunity Employer

A NEWPORT TELEVISION STATION

OPEN: 5/28/2010

CLOSED: 06-11-2010



LOCAL SALES MANAGER

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OPEN: 5/28/2010 CLOSED:



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OPEN: 5/28/2010 CLOSED:



LOCAL SALES MANAGER

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A NEWPORT TELEVISION STATION

OPEN: 5/28/2010 CLOSED:



Broadcast Employment Services



WPTY (ABC) Memphis, Tennessee

Position

Local Sales Manager

Reference # TVJ#34129335

Type

Television

Full / Part

Full Time - Regular

Experience See Ad

Posted

6/2/2010

Closes

7/2/2010

Time Left DMA

28 Days

#50

Found In

Sales - Local Sales Manager



Local Sales Manager

ABC24/CW30 Memphis is currently seeking an innovative Local Sales Manager with the overall goal of

maximizing sales revenue. Must be able to develop sales strategies and conceptualize unique opportunities in the market. This person will oversee local sales to include hiring, training, development and performance evaluation. Experience in broadcast sales management required. Experience with VCI, One Domain, and Matrix a plus.

Send resume to:

Newport Television

Attn: Laura Lovejoy, Director of Sales

2701 Union Ave. Ext Memphis, TN. 38112

Email: llovejoy@abc24.com

Please no phone calls



Supplemental Information

Salary Type

Salary Range

Starting Salary / Year

Starting Salary / Hour

Job Type

Full Time -Regular

Hours

Workweek

Scheduled on Holidays

Start Date

Probation Period

Benefits

Benefit Premium

401K Plan

Vacation

Paid Sick Leave

Phone Calls

Agent Phone Calls

Résumé

Cover Letter

References

Salary History

Tape / Reel

Tape Format

Tape Return

Director's Track

FAX Résumé

No

TVJobs.com E-Résumé

Degree Required

Contract Required

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A NEWPORT TELEVISION STATION

When responding to this job ad, please mention you saw it listed at TVJobs.com

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Contract Length

Special Requirements

Driver's License

Insurance

Good Driving Record

Heavy Lifting

Previous Applicants

Local Apartment Rental

Moving Expenses

Union Position

Union Contract Expires

Confirmation Letter

Rejection Letter

Feedback

Drug Screen

Proof of Eligibility to work

in U.S. Required

Equal Opportunity

Employment

Yes

EOE Data Form

Yes

Local Sales Manager

Last Update: 6/01 6:06 pm

Print Story |

ABC24/CW30 Memphis is currently seeking an innovative Local Sales Manager with the overall goal of maximizing sales revenue. Must be able to develop sales strategies and conceptualize unique opportunities in the market. This person will oversee local sales to include hiring, training, development and performance evaluation. Experience in broadcast sales management required. Experience with VCI, One Domain, and Matrix a plus. Send resume to:

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Email: <u>llovejoy@abc24.com</u>

Please no phone calls

Equal Opportunity Employer A NEWPORT TELEVISION STATION

Local Sales

Manager - Memphis, TN

Last Update: 4:41 pm

Print Story | ShareThis LOCAL SALES MANAGER

ABC 24/ CW 30 Memphis is currently seeking an innovative Local Sales Manager with the overall goal of maximizing sales revenue. The successful candidate must be able to develop sales strategies and conceptualize unique opportunities in the market. This person will oversee local sales to include hiring, training, development, and performance evaluation. Experience in broadcast sales management is required, and experience with VCI, One Domain, and Matrix is a plus.

Send resume to:

Newport Television Attn: Laura Lovejoy, Director of Sales 2701 Union Avenue Ext Memphis, TN 38112

Email: <u>llovejoy@abc24.com</u>

NO PHONE CALLS PLEASE

Newport Television LLC is an Equal Opportunity Employer. It is the policy of Newport Television not to discriminate in its employment and personnel policies because of a person's sex, age, race, religion, color, marital status, sexual orientation, citizenship status for legal residents, disability or national or ethnic origin, or other protected class.



University of Arkansas ADMN 222 Fayetteville, AR. 72701 Carol Jones – Coordinator Recruiting

Dear Ms. Jones:

The attached information describes the job opening for the following position:

Local Sales Manager

No telephone calls please. The position is available immediately and we hope to have it filled as soon as possible.

Sincerely,

Karen Wills

Business Manager

Enclosure (1)

EOE